



**Judy
Diamond
Associates, Inc.**

Solutions for Agents and Brokers

GROUP BENEFITS SALES PROSPECTING

Uncovering new sales prospects is one of the most challenging steps to growing your book of business. In today's competitive environment, it has become essential for agents and brokers to be able to quickly identify highly qualified leads on which to focus their efforts and shorten their sales cycles. That's why we designed the *American Directory of Group Insurance* to meet your unique prospecting needs.

American Directory of Group Insurance

The *American Directory of Group Insurance* is the leading prospecting tool for the large U.S. group health and welfare market. This tool combines the plan information collected by the Department of Labor with our exclusive directory of employer key decision-makers and plan analytical tools. The result is unparalleled competitive intelligence and access to grow your market share.

EVERY FORM 5500

Information on every group welfare plan that was reported on a Form 5500 collected by the Department of Labor.

100+ SEARCHABLE CRITERIA

Including: geography, plan type, renewal month, assets, broker and carrier commissions and fees, and more.

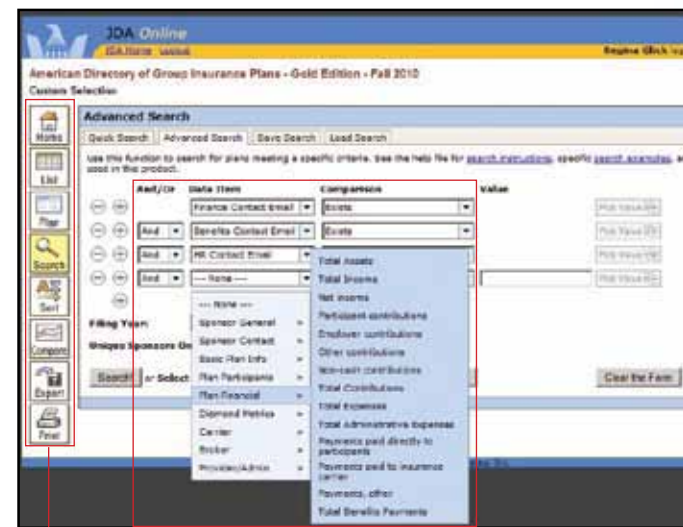


HR, BENEFITS, AND FINANCE PERSONNEL

Contact information for key decision-makers at employers, including their phone numbers and mailing addresses.

EMAIL ADDRESSES

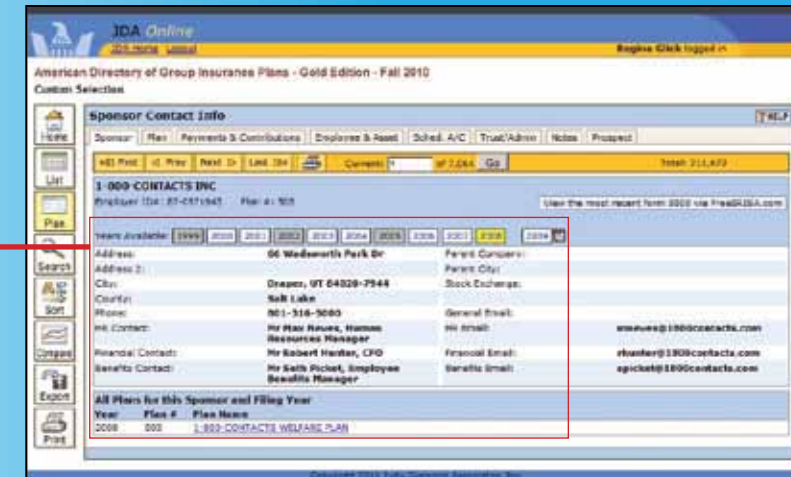
Email addresses for the critical contacts at larger employers.



Find, Compare, and Print information about your latest prospects.

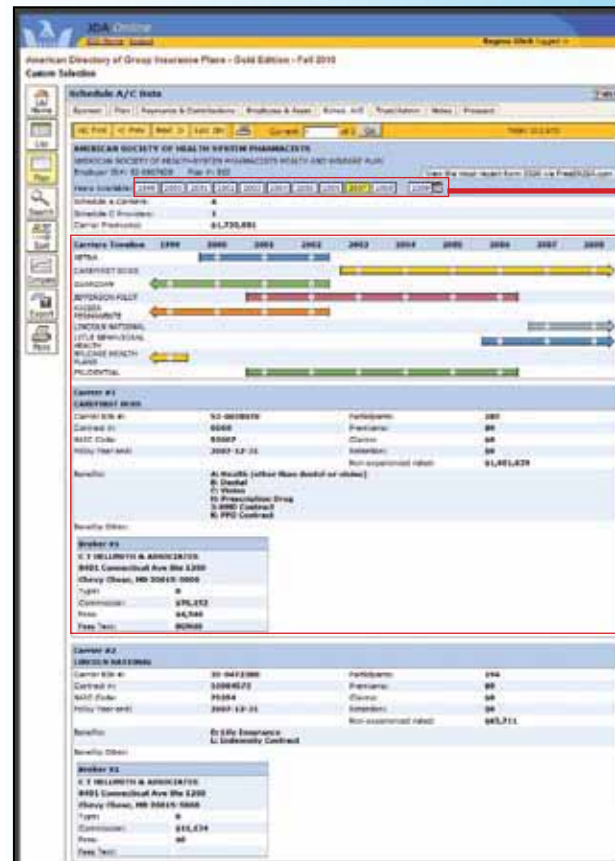
Search for prospects with the right contact information and the right plan criteria.

Contact information for plan decision-makers.



Form 5500 history.

Graphical plan analytics to support your sales pitch.



Organized plan financial data.



Export data in a format that is compatible with most CRM systems.

The Directory of Self-Funded Group Plans

The *Directory of Self-Funded Group Plans* is a powerful prospecting tool designed to pinpoint prospective clients in the lucrative self-funded market. But unlike Group, it focuses exclusively on the self-funded market and gives you the ability to search for TPAs and other services providers who were paid more than \$5,000 out of plan assets.

The employer contact information in the *American Directory of Group Insurance* and *The Directory of Self-Funded Group Plans* is collected on the ERISA Form 5500 and is verified and amended by Judy Diamond Associates to compile the most complete, accurate, and current directories of large group health and welfare prospects available anywhere.

COMPETITIVE INTELLIGENCE

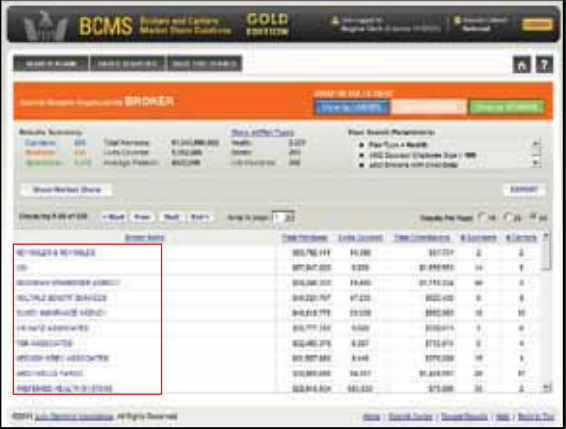
One essential component of any successful sales strategy is understanding your competition. With our *Brokers and Carriers Market Share Database*, you can immediately pull up the complete books of group health/welfare business of every broker in your territory. Armed with this knowledge, you can fine tune your value proposition and grow your market share.



With the *Brokers and Carriers Market Share Database*, identify the dominant brokers in each territory, which employers work with which brokers and carriers, and collect critical facts about employer plans to help you take over the business and grow your market share.

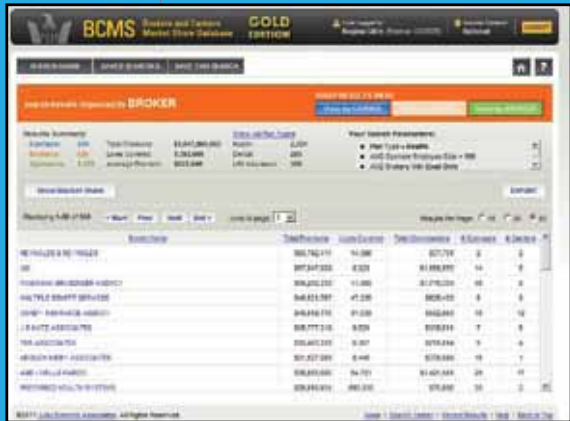


Search for brokers in your territory by geography and plan offerings.

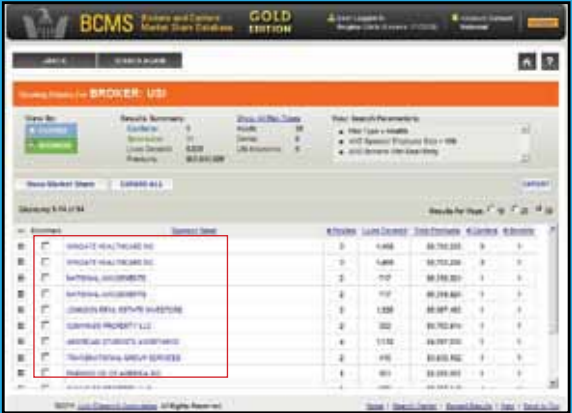


View each broker's complete book of group health/welfare business, organized by carrier or corporate plan sponsor.

Focus your sales effort and grow your business.



View each corporate plan sponsor's complete list of benefits plans and plan information.



TRY OUR PRODUCTS

To request a free demo:

Call
800-231-0669

Email
sales@judydiamond.com

Visit
www.judydiamond.com/demo
(American Directory of Group Insurance and The Directory of Self-Funded Group Plans)

www.freeERISA.com/BCMSgold
(Brokers and Carriers Market Share Database)

ABOUT JUDY DIAMOND ASSOCIATES

Judy Diamond Associates, Inc. is the premier publisher of employee benefits industry prospecting tools and plan data. Our pension/retirement and health/welfare prospecting tools provide:

- Phone numbers, emails, and mailing addresses for plan decision makers.
- Contact information and visibility into brokers' books of business.
- Information about employers' current plans.
- Plan analysis tools.

